



A Polaroid photograph showing a hand writing on a blue notepad. The text on the notepad reads "RESOURCES INITIATIVE" and "ERSHI". The Polaroid is tilted and placed over other similar images in the background.

Corporate snapshot

Picture this!

Background

The Treasury Franchise Fund is an entrepreneurial governmental enterprise established to provide common administrative support services on a competitive and fully cost-reimbursable basis. The desired result is to have internal administrative services delivered in the most effective and least costly manner. The Fund's services/products are offered on a voluntary and competitive basis to promote greater economy (reduced costs), increase productivity and efficiency in the use of resources, and ensure compliance with applicable rules and regulations.

Authorizing Legislation: The Government Management Reform Act of 1994 (GMRA) authorized six Franchise Fund Pilot Programs within the Federal government.

Founded: In May 1996, OMB designated the Department of the Treasury as one of the six Executive branch agencies authorized to establish a Franchise Fund Pilot Program.

Current Picture

Employees: Over 450 people nationwide

Value Proposition: The Treasury Franchise Fund businesses have been leaders in redefining the processes and methods for delivering administrative products and services that combines streamlined

processes, simplified rules, full accountability, competitive costing, timely completion, and one-stop shopping for customers. Our efforts have resulted in significant dollar savings throughout the federal government.

Customers: Over 1,800 customers representing almost every Federal agency. Total customers increased by 23% in FY 2001. (See graph below).

Website: www.ustreas.gov/franchising

Markets & Businesses

Consolidated/Integrated Administrative Management - providing entrepreneurial business solutions for the acquisition, delivery and financial management of common administrative services and products in support of agencies' missions and objectives.

- FBA-Central (Cincinnati)
- FBA-Global Services (San Antonio)
- FBA-West (Los Angeles)
- FedSource-Chicago
- FedSource-Seattle
- FedSource-South Carolina
- FedSource-St. Louis
- GoTo.Gov (Baltimore)
- Rocky Mountain Regional FBA (Denver)

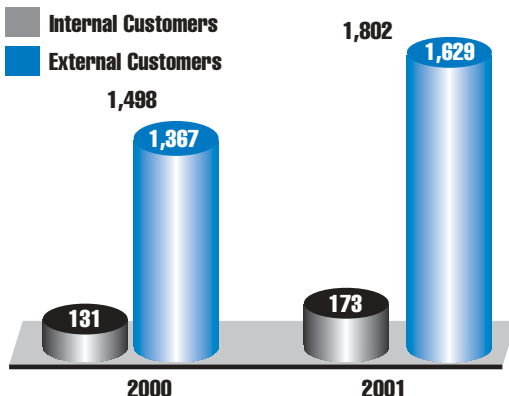
Financial Systems, Consulting and Training - providing financial education, management consultation, organization diagnostics and facilitation, strategic planning, assessment of customer needs, development of customer service standards, reengineering key Federal systems and processes, and human resources development.

- Treasury Agency Services
- Federal Consulting Group
- Inspector General Auditor Training Institute

Financial Management & Administrative Support - providing full service, as well as system platforms, for accounting, travel, procurement, personnel, and facilities management.

- Administrative Resource Center

Customer Growth



Gains & Losses

The Rocky Mountain Regional FBA and FedSource-South Carolina (both formerly with the Department of Interior's Franchise Fund) joined the Treasury Franchise Fund July 1, 2001.

The Inspector General Auditor Training Institute (IGATI) had an operating loss of over \$120,000 over the last two years and was not meeting the objectives of the Franchise Fund. As a result, their management withdrew IGATI from the Fund effective September 30, 2001.

Economic Impact

One example of the Fund's economic impact is demonstrated by the value that the Bureau of the Public Debt's Administrative Resource Center (ARC) brings to West Virginia. The City of Parkersburg is a vital residential and commercial center along the Ohio River in West Virginia. Employment opportunities have grown substantially over the past two years for residents in and around Parkersburg. This substantial growth is due to increased business by ARC. Located in downtown Parkersburg, ARC has become a focal point for employment by the many public and private colleges and universities in the area.

The potential for future growth is significant. ARC is becoming known as an excellent service provider. Therefore it is contacted frequently by other agencies inquiring about potential services. Four years ago ARC was an unknown service provider. It is reasonable to expect ARC to grow at a similar pace over the next 4 years and add another 100+ positions and another \$10 million annually to the local economy. ARC

has had a significant positive financial impact on the Parkersburg area.

- ARC has added 120 positions in Parkersburg since it began offering franchise services in FY 1997.
- The Bureau of the Public Debt is the second largest employer in the Parkersburg area, second to Dupont.
- The 120 new positions receive approximately \$7.3 million in salary and benefits which are added to the local economy.
- The local area benefits financially in other ways from Public Debt's franchising activity. Many goods and services needed to support the growing workforce are obtained locally, additional office space had to be acquired, and the local hotels and restaurants benefit from the many business visits to Parkersburg by franchising customers. It's estimated these items will add another \$2 - 3 million to the local economy in FY 2002.

"Qui Audacim Est"

"Those Who Dare"

The franchise concept is captured in this Latin term, literally translated 'Those Who Dare'; which expresses a shift of paradigm from bureaucratic operations to entrepreneurial business methods with reliance on market conditions and competition.



- The new positions not only add dollars to the economy, but their availability allows many people to remain in the area when they have completed college rather than being forced to look for appropriate employment out of state.